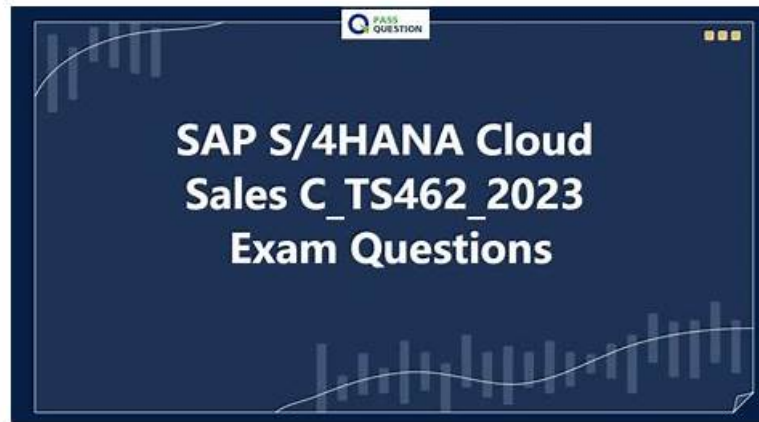


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## SAP C-TS462-2023 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• <b>Basic Functions (Customizing):</b> It focuses on explaining and performing tasks related to basic functions (customizing).</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• <b>Shipping Process and Customizing:</b> This topic describes the processing of shipping transactions and their integration with sales order management, including the relevant customization settings.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• <b>Billing Process and Customizing:</b> This topic covers the basics of the billing process and the necessary customization settings, ensuring a smooth billing procedure.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>• <b>Sales Documents:</b> This topic covers the explanation and performance of tasks related to sales document customization, including pricing and condition techniques. It also encompasses the shipping process and its associated customization settings.</li></ul>

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## Exam C-TS462-2023 Fee, Valid C-TS462-2023 Practice Questions

SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales exam is one of the top-rated SAP C-TS462-2023 Exams. This SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales exam offers an industrial-recognized way to validate a candidate's skills and knowledge. Everyone can participate in SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales exam requirements after completing the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales exam. With the SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales exam you can learn in-demand skills and upgrade your knowledge. You can enhance your salary package and you can get a promotion in your company instantly.

## SAP Certified Associate - SAP S/4HANA Cloud Private Edition - Sales Sample Questions (Q59-Q64):

### NEW QUESTION # 59

To what do you assign a material listing procedure?

- A. Sales item category
- B. Sales document type
- C. Sales area, document pricing procedure, and customer pricing procedure
- D. Sales organization and sales document type

**Answer: D**

Explanation:

This assignment ensures that material listing (or exclusion) checks are performed based on the combination of sales organization and the type of sales document being processed.

### NEW QUESTION # 60

What must every condition record contain? Note: There are 2 correct answers to this question.

- A. Scale
- B. Quantity
- C. Calculation type
- D. Validity period

**Answer: C,D**

Explanation:

Pricing and condition technique

### NEW QUESTION # 61

You are configuring the organizational structure in your system. Which assignments are possible? Note: There are 3 correct answers to this question.

- A. Assign a plant to multiple sales organizations/distribution channels.
- B. Assign a shipping point to multiple plants.
- C. Assign multiple plants to one company code.
- D. Assign multiple loading points to a plant.
- E. Assign multiple distribution channels to one company code.

**Answer: A,B,C**

### NEW QUESTION # 62

Where do you configure the default billing type to be used for delivery-related billing?

- A. Delivery type
- B. Copying control
- C. Sales document type
- D. Sales document item category

**Answer: B**

Explanation:

Copying control defines how data is transferred from one document to another, such as from a delivery document to a billing document. It includes settings for determining the default billing type based on the preceding document type.

### NEW QUESTION # 63

You normally include multiple sales orders in your outbound deliveries.

Which sales order fields would prevent this from happening if their content was different? Note: There are 3 correct answers to this question.

- A. Route
- B. Shipping point
- C. Material group
- D. Plant
- E. Ship-to party

Answer: A,B,E

### NEW QUESTION # 64

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